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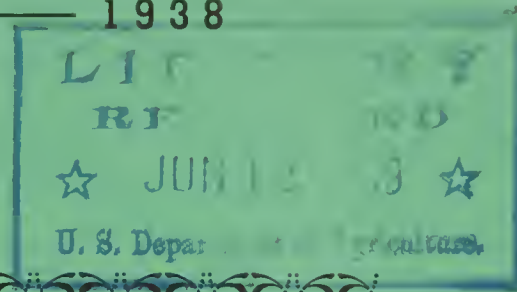
HARLAN P. KELSEY, Inc.

1938

KELSEY-HIGHLANDS NURSERY

EAST BOXFORD, MASSACHUSETTS

Telephone Topsfield 71

**GREAT AUTUMN SURPLUS SALE***Plant Now . . . and Save Up to 50%*

To our **REGULAR CUSTOMERS** and to **PARKS,**
CEMETERIES and All **PUBLIC INSTITUTIONS:**

We have a **LARGE SURPLUS** of the choicest Nursery Stock.

This **SURPLUS** must go — so we now offer it at amazing reductions which will continue till sold. This includes Avenue and Shade Trees, Evergreens for specimen or screen planting, Flowering Trees and Shrubs for borders and lot plantings, and the finest Hardy Herbaceous Perennials. Also thousands of large specimens in many varieties up to 30 ft. as well as the ordinary sizes, all at real bargain reductions.

Our specialties are Rare Conifers such as Dragon, Yeddo, Koyamai, Serbian and other beautiful Spruces; Firs, Pines, Arborvitaes, Yews, Douglas-Fir, Carolina and Canada Hemlocks, Flowering Crabs, Rhododendrons, Azaleas, Mountainlaurel, Andromedas, Leucothoe, Rare Shrubs, Ground Covers, Ferns, Vines, and many others; and the best Hedge Plants.

Visit our famous 300 acre nursery and let us show you how you can benefit greatly by this **GREAT SURPLUS SALE** of Kelsey's finest nursery stock.

Our illustrated catalog describes this stock — If you have mislaid your copy, may we send you another?

Yours truly,

Harlan P. Kelsey, Inc.

==P. S.==

Storm Damage

NOW IS THE TIME to make replacements for hurricane losses. We supply and move safely large specimens up to 30 ft. with our modern tree-moving equipment. For example Koster Blue Spruce 18 to 25 ft. delivered, planted and properly guyed for \$75.00 to \$125.00 including insurance for one year against death from natural causes. Also Pines, Firs, Hemlocks, Shade Trees, etc.

Our Horticultural and Landscape Department is ready to serve you. Write or visit our Kelsey-Highlands Nursery, or telephone Topsfield 71.



OUR TREE MOVER IN ACTION

KELSEY-HIGHLANDS NURSERY

GREAT AUTUMN SURPLUS SALE

*of the finest Trees, Shrubs and Perennials
at 25 to 50 percent reduction*

Statement — to our Massachusetts and New England customers and Horticultural Friends:

We have a LARGE SURPLUS of the HIGHEST GRADE NURSERY STOCK that must be sold this Fall. It includes the choicest Rare and Unusual Plants and Trees for which Kelsey-Highlands is noted as well as the Standard varieties.

Do not delay — this is your greatest opportunity, and Soil Conditions are now perfect.

This offer includes but a few of our finest things — our Illustrated Catalog describes hundreds of others and is sent free.

RARE SPECIMEN CONIFERS

All Balled and Burlapped. Showing 25 to 50% reductions. Other sizes in our catalog.

FIRS

WHITE FIR, *Abies concolor*.

Glorious silverleaved Conifer.

	Each	Per 10
2-3 ft.	\$1.50 (from \$2.50)	\$13.50
3-4 ft.	2.00 (from 4.00)	18.00
4-5 ft.	3.00 (from 5.50)	27.00
10-12 ft.	15.00 (from 25.00)	135.00

FRASER FIR, *A. fraseri*.

Far finer than the Common Balsam.

	Each	Per 10
2-3 ft.	\$1.50 (from \$2.50)	\$13.50
3-4 ft.	2.00 (from 4.00)	18.00
6-8 ft.	7.00 (from 11.50)	63.00

NIKKO FIR, *A. homolepis*.

Unusual Japanese species.

	Each	Per 10
2-3 ft.	\$2.00 (from \$3.50)	\$18.00

SPRUCES

DRAGON SPRUCE, *Picea asperata*.

One of Wilson's grandest introductions. Best

Seashore Conifer. Ours the only large stock in America.

	Each	Per 10
1½-2 ft.	\$2.40 (from \$3.25)	\$21.50
2-3 ft.	4.00	36.00

A few grand specimens up to 12 ft., \$40.00 to \$80.00 each.

WHITE SPRUCE, *P. glauca*.

Another best Seashore Evergreen—wonderful for hedges.

	Each	Per 10
2-3 ft.	\$1.00 (from \$1.50)	\$9.00
3-4 ft.	1.40 (from 2.00)	12.50

KOYAMAI SPRUCE, *P. koyamai*.

Korean-Japanese species resembling, but far superior to Norway Spruce.

	Each	Per 10
2-3 ft.	\$1.00 (from \$1.50)	\$9.00
3-4 ft.	1.85 (from 2.75)	16.00

Specimens up to 12 ft. 40% off regular prices.

SERBIAN SPRUCE, *P. omorika*.

E. H. Wilson declared the finest of all Spruces.

	Each	Per 10
18-24 in.	\$1.50 (from \$2.50)	\$13.50
4-5 ft.	5.00 (from 8.00)	45.00

SPRUCES (Continued)

COLORADO SPRUCE, *P. pungens*.

Thousands of specimens of this favorite.

	Each	Per 10
18-24 in.	\$.60 (from \$1.00)	\$5.00
2½-3 ft.	1.50 (from 2.50)	13.00
3-4 ft.	2.60 (from 4.50)	23.00

Sizes up to 12ft. 1/3 off regular prices.

BLUE COLORADO SPRUCE, *P. pungens glauca*.

Very popular everywhere.

	Each	Per 10
2-2½ ft.	\$2.00 (from \$3.00)	\$18.00
3-4 ft.	4.00 (from 6.00)	36.00

Sizes up to 26 ft. at great reductions.

PURPLE-CONE SPRUCE, *P. purpurea*.

A rare and wonderful Wilson introduction from W. China.

	Each	Per 10
2-3 ft.	\$3.00 (from \$5.00)	\$27.00

WILSON SPRUCE, *P. wilsoni*.

Very rare and beautiful.

	Each	Per 10
1-2 ft.	\$2.25 (from \$3.00)	\$20.00

PINES

SWISS STONE PINE, *Pinus cembra*.

A dwarf species of White Pine for narrow places.

	Each	Per 10
2-3 ft.	\$3.00 (from \$4.00)	\$27.00

KOREAN PINE, *P. koraiensis*.

Exceedingly attractive, with reddish bark.

	Each	Per 10
2-3 ft.	\$2.50 (from \$3.50)	\$22.50
6-8 ft.	9.00 (from 12.50)	81.00

MUGHO PINE, *P. mugo mughus*.

Compact specimens. Very popular dwarf.

	Each	Per 10
12-18 in.	\$1.35 (from \$2.25)	\$12.00
18-24 in.	2.00 (from 3.00)	18.00

Wonderful specimens of Mugho and the larger growing Swiss Mt. Pine up to 6 ft. diameter at great reductions. Write for prices.

SCOTCH, AUSTRIAN and RED Pines.

Specimens for immediate effect from 6 to 15 ft. at 1/3 off.

DOUGLASFIR, *Pseudotsuga douglasi*.

A truly beautiful Conifer.

	Each	Per 10
2-3 ft.	\$.90 (from \$1.50)	\$8.00
4-5 ft.	2.00 (from 3.25)	18.00

Specimens up to 15 ft. 1/3 off catalog.

HEMLOCKS

Ours is the finest stock in the Country.

CAROLINA HEMLOCK, *Tsuga caroliniana*.

"The handsomest Conifer for New England", said Prof. Sargent of the Arnold Arboretum. A best hedge plant. Our stock is perfect. Introduced by Harlan P. Kelsey.

	Each	Per 10
1½-2 ft.	\$1.25 (from \$2.00)	\$11.00
3-4 ft.	3.00 (from 4.25)	27.00
5-6 ft.	6.00	54.00

Glorious specimens sheared or natural up to 18 ft. at 1/3 off catalog.

CANADA HEMLOCK, *T. canadensis*.

	Each	Per 10
2½-3 ft.	\$1.50 (from \$2.50)	\$13.00
4-5 ft.	3.00 (from 4.50)	27.00

ARBORVITAE

AMERICAN ARBORVITAE, *Thuja occidentalis*.

	Each	Per 10
2-3 ft.	\$.75 (from \$1.25)	\$6.50
3-4 ft.	1.25 (from 2.00)	11.00

Also specimens up to 20 ft. at great discount. Eleven other varieties to choose from.

BROADLEAF EVERGREENS

ROSE DAPHNE, *Daphne cneorum*.

Most beautiful fragrant prostrate Evergreen.

	Each	Per 10
6-9 in.	\$.60 (from \$1.00)	\$5.00
9-12 in.	.90 (from 1.25)	8.00

DROOPING LEUCOTHOE, *L. catesbaei*.

Exquisite border or under-shrub.

	Each	Per 10
18-24 in. clumps	\$1.00 (from \$2.00)	\$9.00

SMIRNOW RHODODENDRON hybrids, *R. smirnovi*.

Large trusses, varying pinks.

	Each	Per 10
18-24 in.	\$2.00 (from \$3.50)	\$18.00

BROADLEAF EVERGREENS (Continued)

WILSON RHODODENDRON, *R. wilsoni*.

Rich foliage, bright rose clusters.

	Each	Per 10
9-12 in.	\$1.50 (from \$2.50)	\$13.50

MOUNTAIN ANDROMEDA, *Pieris floribunda*.

A specialty with us. Mass border planting.

	Each	Per 10
15-18 in.	\$1.10 (from \$2.00)	\$9.90

See catalog for many other choicest Broadleaf Evergreens.

GROUND COVERS

Our catalog describes many others.

BEARBERRY, *Arctostaphylos uvaursi*.

The finest for sandy soil and exposed locations.

	Each	Per 10
Strong pot grown	\$.35 (from \$.50)	\$3.00
	(\$25.00 per 100)	

SCOTCH HEATHERS, *Calluna*.

12 finest varieties.

	Each	Per 10
Strong pot grown	\$.30	\$2.70
	(\$24.00 per 100)	

OTHER SPECIALTIES

FLOWERING CRABS, *Malus*.

25 varieties in Choicest Selection at 1/3 off catalog.

ROYAL AZALEA, *A. schlippenbachii*.

Large trusses of gorgeous pink flowers.

	Each	Per 10
15-18 in. with flower buds	\$1.25 (from \$2.00)	\$11.00

BEAUTYBUSH, *Kolkwitzia amabilis*.

Wilson's "finest shrub introduction."

	Each	Per 10
2-3 ft.	\$.65 (from \$1.00)	\$5.20

HARDY ASTERS and CHRYSANTHEMUMS.

You should see our Grand Display of the choicest varieties, many new—10 strong clumps, our selection \$3.00, 100 for \$22.00.

HARDY HERBACEOUS PERENNIALS.

Finest assortment, our choice at \$10.00 per 100.

NOTE: The right is reserved to withdraw at any time any items from this special "SURPLUS SALE".

TERMS: Cash with order except for established credit accounts. We welcome all plant lovers to Kelsey-Highlands Nursery—a visit is interesting and profitable. Ask for Catalog.

HARLAN P. KELSEY, Inc.

East Boxford, Massachusetts

Hedges — a Specialty at our Nursery



CANADA HEMLOCK

CAROLINA HEMLOCK

We have a demonstration of "Perfect" Hedges at our Nursery — you should see them. Let us quote you on the size and kind to fit your soil and location.